

CLAIMS:

1. A computerized system for facilitating transactions in goods or services, the system comprising:

means for allowing electronic procurement of a purchase order agreement

5 between a seller and a buyer and relating to a transaction in one or more goods or services, and for electronically storing the purchase order agreement;

means for allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

10 means for receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement as modified by any modifications; and

15 means for electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications.

2. The system of claim 1, wherein the means for allowing electronic modification of the purchase order agreement comprises means for allowing electronic negotiation between the seller and the buyer relating to the modification.

20 3. The system of claim 2, wherein the means for allowing electronic negotiation comprises:

means for allowing a first one of the seller and the buyer to communicate to a second one of the seller and the buyer one or more first proposed modifications to one or more terms of the purchase order agreement; and

means for allowing the second one of the seller and the buyer to communicate to the first one of the seller and the buyer an action selected from the group of accepting the first proposed modifications, declining the first proposed modifications, and communicating to the first one of the buyer and the seller one or more second proposed modifications; and

5 means for modifying the purchase order agreement in accordance with any modifications that have been proposed by the first one of the seller and the buyer and accepted by the second one of the seller and the buyer, and in accordance with any modifications that have been proposed by the second one of the seller and the buyer and accepted by the first one of the seller and the buyer.

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means for electronically providing a payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications; and

means for receiving and storing electronic evidence that the buyer has made one or more payments in connection with fulfilling buyer's obligations as defined by the purchase order agreement as modified by any modifications.

5. The system of claim 4, wherein the means for allowing electronic modification of the purchase order agreement comprises means for allowing electronic negotiation between the seller and the buyer relating to the modification.

6. The system of claim 5, wherein the means for allowing electronic negotiation comprises:
means for allowing a first one of the seller and the buyer to communicate to a second one of the seller and the buyer one or more first proposed modifications to one or more terms of the purchase order agreement; and

means for allowing the second one of the seller and the buyer to communicate to the first one of the seller and the buyer an action selected from the group of accepting the first proposed modifications, declining the first proposed modifications, and communicating to the first one of the buyer and the seller one or more second proposed modifications; and

means for modifying the purchase order agreement in accordance with any modifications that have been proposed by the first one of the seller and the buyer and accepted by the second one of the seller and the buyer, and in accordance with any modifications that have

been proposed by the second one of the seller and the buyer and accepted by the first one of the seller and the buyer.

7. The system of claim 5, comprising means for storing, for reference, electronic records indicating any proposed modifications to the purchase order agreement and any accepted modifications to the purchase order agreement.

8. The system of claim 7, wherein the means for storing electronic records indicating any proposed modifications to the purchase order agreement and any accepted modifications to the purchase order agreement comprises means for storing an indication of a chronological order in which the any proposed modifications to the purchase order agreement and the any accepted modifications to the purchase order agreement occurred.

9. The system of claim 7, wherein the means for storing electronic records indicating any proposed modifications to the purchase order agreement and any accepted modifications to the purchase order agreement comprises means for storing, for reference, information identifying an entity responsible for each of the any proposed modifications to the purchase order agreement and each of the any accepted modifications to the purchase order agreement.

10. The system of claim 4, wherein different seller agent users have different rights with regard to electronically proposing a modification to a purchase order agreement and electronically accepting a proposed modification to a purchase order agreement, and wherein different buyer agent users have different rights with regard to electronically proposing a

modification to a purchase order agreement and electronically accepting a proposed modification to a purchase order agreement, and wherein the system allows an electronic proposal of a first modification only in accordance with rights associated with the user attempting to implement the first proposal, and wherein the system allows a first electronic acceptance of a proposed
 5 modification only in accordance with rights associated with the user attempting to implement the first electronic acceptance.

11. The system of claim 4, comprising means for the system evaluating whether a first set of payment guarantee criteria are met, and means for, if the first set of payment guarantee criteria are evaluated to be met, the system providing a payment guarantee to the seller to guarantee payment by the buyer in connection with the purchase order agreement as modified by any modifications.

12. The system of claim 11, wherein the first set of criteria comprises at least one of a credit exposure of the buyer being evaluated by the system to be within a specified maximum credit exposure, and the seller being evaluated by the system to have complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications.

13. The system of claim 4, wherein the means for electronically evaluating whether the seller
 20 has complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications comprises means for electronically evaluating whether the seller has complied with at least a portion of the seller's obligations as defined by the purchase order agreement as modified by any modifications, and wherein means for electronically providing a

payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications comprises means for electronically providing a payment instruction if the seller has been evaluated to have complied with the at least a portion of the seller's obligations as defined by the purchase order agreement as modified by any modifications.

14. A computerized system for facilitating transactions in goods or services, the system comprising:

means for allowing electronic procurement of a purchase order agreement between a seller and a buyer, the purchase order agreement being stored electronically and relating to a transaction in one or more goods or services, comprising means for allowing electronic negotiation between the seller and the buyer relating to establishing the purchase order agreement;

means for allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

means for receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement; and

means for electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement.

15. A computerized system for facilitating transactions in goods or services, the system comprising:

means for allowing electronic procurement of a purchase order agreement between a seller and a buyer, the purchase order agreement being stored electronically and relating to a transaction in one or more goods or services, comprising means for allowing electronic negotiation between the seller and the buyer relating to establishing the purchase order agreement;

means for allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

means for receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement;

means for electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement;

means for electronically providing a payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement; and

means for receiving and storing electronic evidence that the buyer has made one or more payments in connection with fulfilling buyer's obligations as defined by the purchase order agreement as modified by any modifications.

16. The system of claim 15, wherein the means for allowing electronic negotiation comprises:

means for allowing a first one of the seller and the buyer to communicate to a second one of the seller and the buyer a first proposed purchase order;

means for allowing the second one of the seller and the buyer to electronically communicate to the first one of the seller and the buyer an action selected from the group of accepting the first proposed purchase order, declining the first proposed purchase order, communicating to the second one of the buyer and the seller a second proposed purchase order, the second proposed purchase order being created by the second one of the seller and the buyer by electronically modifying the first proposed purchase order; and

means for electronically establishing and electronically storing a purchase order agreement in accordance with any purchase order that has been proposed by the first one of the seller and the buyer and accepted by the second one of the seller and the buyer, and to establish and store electronically a purchase order agreement in accordance with any purchase order that has been proposed by the second one of the seller and the buyer and accepted by the first one of the seller and the buyer.

17. A computerized method for facilitating transactions in goods or services, the method comprising:

allowing electronic procurement of a purchase order agreement between a seller and a buyer, the purchase order agreement being stored electronically and relating to a transaction in one or more goods or services;

allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement; and

electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement.

18. A computerized method for facilitating transactions in goods or services, the method comprising:

allowing electronic procurement of a purchase order agreement between a seller and a buyer, the purchase order agreement being stored electronically and relating to a transaction in one or more goods or services;

allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement;

electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement;

electronically providing a payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement; and

receiving and storing electronic evidence that the buyer has made one or more payments in connection with fulfilling buyer's obligations as defined by the purchase order agreement as modified by any modifications.

19. A computerized method for facilitating transactions in goods or services, the method comprising:

allowing electronic procurement of a purchase order agreement between a seller and a buyer, the purchase order agreement being stored electronically and relating to a transaction in one or more goods or services, comprising allowing electronic negotiation between the seller and the buyer relating to establishing the purchase order agreement;

5 allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement; and

electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement.

20. A computerized method for facilitating transactions in goods or services, the method comprising:

allowing electronic procurement of a purchase order agreement between a seller and a buyer, the purchase order agreement being stored electronically and relating to a transaction in one or more goods or services, comprising allowing electronic negotiation between the seller and the buyer relating to establishing the purchase order agreement;

20 allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement;

electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement;

electronically providing a payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement; and

receiving and storing electronic evidence that the buyer has made one or more payments in connection with fulfilling buyer's obligations as defined by the purchase order agreement as modified by any modifications.

21. The method of claim 20, wherein allowing electronic negotiation comprises:

allowing a first one of the seller and the buyer to communicate to a second one of the seller and the buyer a first proposed purchase order;

allowing the second one of the seller and the buyer to electronically communicate to the first one of the seller and the buyer an action selected from the group of accepting the first proposed purchase order, declining the first proposed purchase order, communicating to the second one of the buyer and the seller a second proposed purchase order, the second proposed purchase order being created by the second one of the seller and the buyer by electronically modifying the first proposed purchase order; and

establishing and storing electronically a purchase order agreement in accordance with any purchase order that has been proposed by the first one of the seller and the buyer and accepted by the second one of the seller and the buyer, and to establish and store electronically a purchase order agreement in accordance with any purchase order that has been proposed by the second one of the seller and the buyer and accepted by the first one of the seller and the buyer.

22. A computer usable medium storing program code which, when executed on a computerized device, causes the computerized device to execute a method for facilitating transactions in goods or services, the method comprising:

5 allowing electronic procurement of a purchase order agreement between a seller and a buyer and relating to a transaction in one or more goods or services, and electronically storing the purchase order agreement;

allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

10 receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement as modified by any modifications;

15 electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications;

electronically providing a payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement as modified by any modifications; and

20 receiving and storing electronic evidence that the buyer has made one or more payments in connection with fulfilling buyer's obligations as defined by the purchase order agreement as modified by any modifications.

23. A computer usable medium storing program code which, when executed on a computerized device, causes the computerized device to execute a method for facilitating transactions in goods or services, the method comprising:

allowing electronic procurement of a purchase order agreement between a seller and a buyer and relating to a transaction in one or more goods or services, comprising allowing electronic negotiation between the seller and the buyer relating to establishing the purchase order agreement, and electronically storing the purchase order agreement;

allowing electronic modification of the purchase order agreement upon agreement by the seller and the buyer to the modification;

receiving and storing electronic evidence that the seller has performed in connection with fulfilling the seller's obligations as defined by the purchase order agreement;

electronically evaluating whether the seller has complied with the seller's obligations as defined by the purchase order agreement;

electronically providing a payment instruction if the seller has been evaluated to have complied with the seller's obligations as defined by the purchase order agreement; and

receiving and storing electronic evidence that the buyer has made one or more payments in connection with fulfilling buyer's obligations as defined by the purchase order agreement as modified by any modifications.